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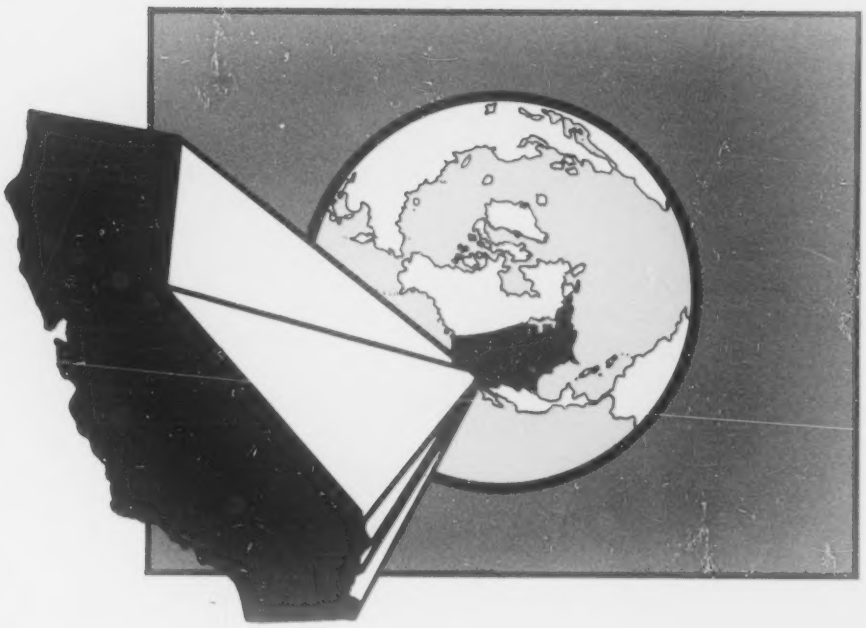
California Agricultural Exports



Annual Bulletin

1987

California Agricultural Exports

STATE OF CALIFORNIA

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1988
Sacramento, California

Calendar Year 1987
Annual Bulletin Contents

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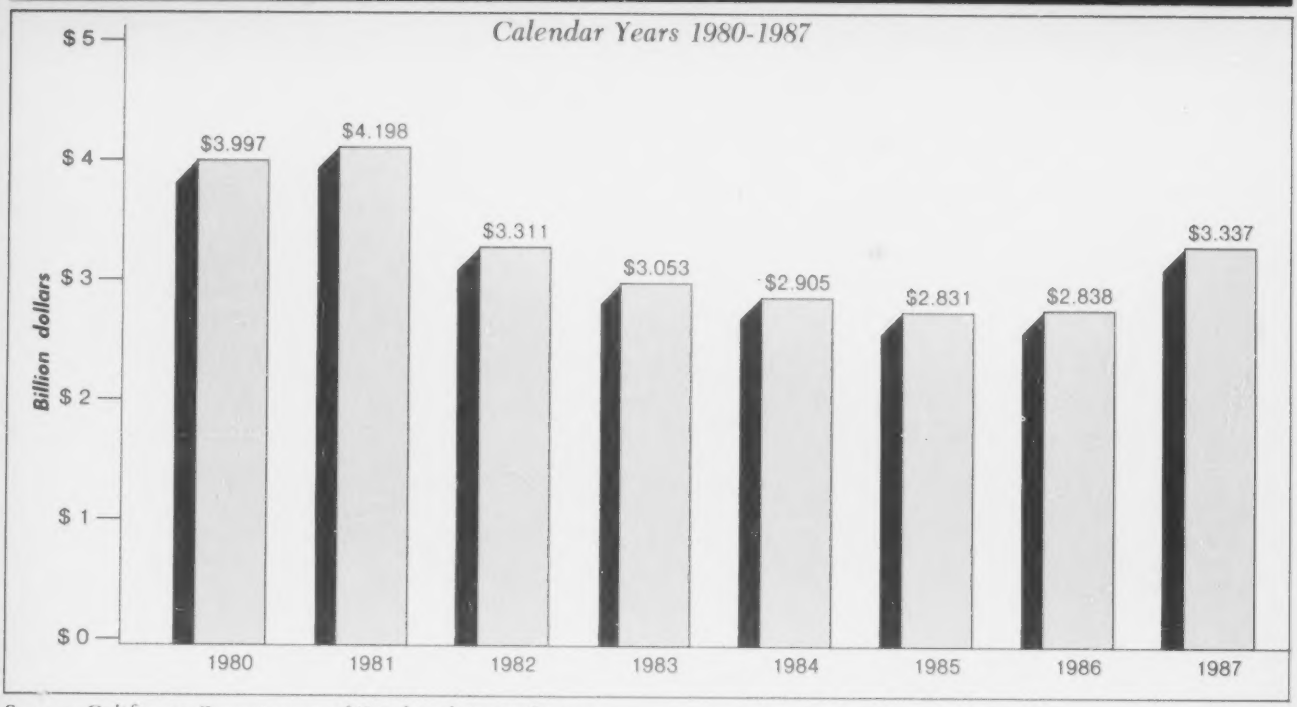
This 1987 estimate of California's agricultural exports is being published in two sections which are available separately.

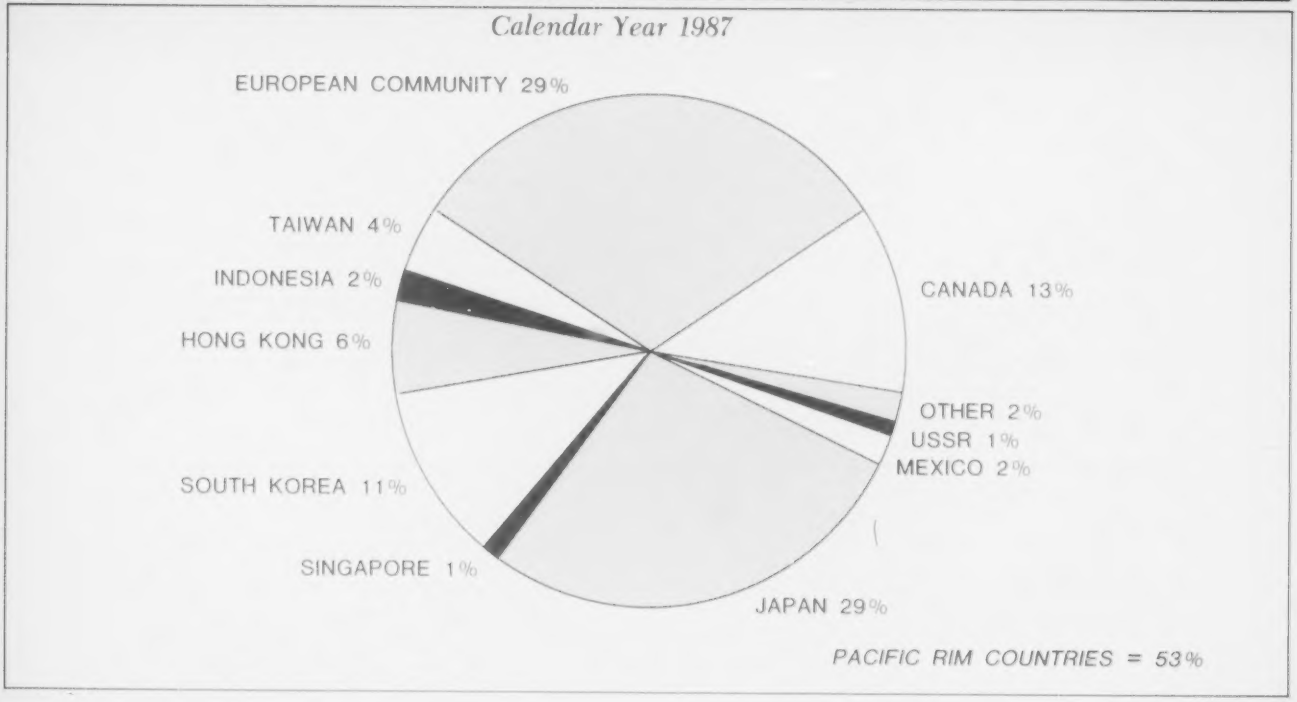
- The **Annual Bulletin** contains tables of California's international trade by commodity.
- The **Statistical Appendix** contains tables of commodity shipments by country of destination and tables showing all agricultural commodities shipped to selected countries.

California's Agricultural Exports



Source: California Department of Food and Agriculture

California's Agricultural Export Markets, Value Basis



Highlights of California's Agricultural Exports Calendar Year 1987

Table 1 Highlights

- Exports in 1987 exceeded 1986 by 18 percent displaying a real revival from the decline that began in 1982.
- Many commodities showed increases, especially cotton and the fruits, nuts and vegetables. Rice and livestock products made modest gains.
- The turnaround is a result of many factors, including the decline of the dollar that made our exports more affordable, increased promotional efforts at the State and National level and changes in competition for the world market.
- As a result of removal of some Japanese barriers to trade, sweet cherries are new to the list of leading exports.
- California's two leading agricultural exports, cotton and almonds, both revived. Together they constitute nearly one-third of the State's agricultural exports.
- More than 50 percent increases in exports between 1986 and 1987 were recorded by three commodities: wheat, plums and avocados.
- Losses of 30 percent or more were recorded by cottonseed and garlic exports between 1986 and 1987.

Information Sources

The following is a list of major sources used in this report.

U.S. Department of Commerce, Bureau of the Census, Foreign Trade Division data series EA622, U.S. Exports, Schedule B Schedule by Schedule B Number by Unit Control by Country of Destination by Customs District of Exportation by Economic Class and Method of Transportation, available on magnetic computer tape.

U.S. Department of Agriculture, **Agricultural Statistics, 1987.**

U.S. Department of Agriculture, Economic Research Service, **Foreign Agricultural Trade of the United States, 1987.**

Agriculture Canada. **Annual Unload Report—Fresh Fruits and Vegetables on 12 Canadian Markets.**

U.S. Department of Agriculture publications: **Foreign Agriculture, Foreign Agriculture Circulars, Outlook for U.S. Agricultural Exports, Agricultural Outlook,** and periodic releases of the Agricultural Statistics Board.

Federal/State Market News Service Publications. Frequent market reports sometimes include exported commodities.

Marketing Organizations and Individuals. Many people supplied opinions and information about the commodities with which they are professionally involved. We wish to thank all those who contributed their expertise.

Farm values and quantities used to compare exports to the total crop were taken from existing publications of the California Agricultural Statistics Service and the U.S. Department of Agriculture's National Agricultural Statistics Service published material. Conversion of commodities from export form to farm production units was done using **Statistical Bulletin No. 616, Conversion Factors and Weights and Measures for Agricultural Commodities and Their Products.** Table 5 comparisons between California and U.S. total exports are done solely on export values.

The final estimates of California's agricultural exports in this bulletin were made using the port data, information from the Canadian government on unloads of fresh fruits and vegetables, and by contacting representatives of commodity groups, exporters, and handlers to obtain their opinions. Each commodity was treated separately and the estimate was made on the best available information. It should be emphasized that these are estimates since exact data are not available.

List of Abbreviations

Bu.	Bushel	Excl.	Excluding	S/S	Single Strength Gallon
Cond.	Condensed	N/A	Not Available	Gal.	Gallon
Cwt.	Hundred weight 100 Lbs.	NEC	Not Elsewhere Classified	Incl.	Including
Doz.	Dozen	No.	Number	Lb.	Pound
EEC	European Economic Community	N.S.P.F.	Not Specifically Provided For	Lbs.	Pounds
Etc.	And So Forth	Pc.	Piece	S/Ton	Short Ton 2,000 Lbs.
Evap.	Evaporated	Rba.	Running Bales 480 Lbs. Net	Stn.	Short Ton 2,000 Lbs.
Ex.	Except	Spec.	Specified	W/Gal.	Wine Gallon
				W/O	Without

Table 1

Estimated Value of California's Leading Agricultural Exports Valued at Port of Exportation, Calendar Years 1986 and 1987 with Percentage Change

Commodity	Commodity Ranking		Value		Value Change	
	1987	1986	1987	1986	1986–87	1985–86
			1,000 Dollars		Percent	
Cotton Lint	1	1	619,960	433,448	+43	−30
Almonds	2	2	464,888	420,328	+11	+5
Grapes	3	3	295,817	245,530	+20	+26
Oranges	4	4	181,069	197,200	−8	−5
Walnuts	5	6	120,489	94,924	+27	+19
Beef	6	5	110,084	100,614	+9	+6
Prunes	7	9	87,913	72,909	+21	+13
Lemons	8	8	75,489	78,335	−4	+46
Rice	9	11	71,852	54,854	+31	−50
Wheat	10	20	69,007	24,385	+183	−69
Strawberries	11	10	63,261	55,445	+14	+54
Alfalfa	12	7	58,547	82,830	−29	+54
Vegetable Seeds	13	12	50,676	47,492	+7	N/A
Peaches	14	13	44,009	45,727	−4	+19
Tomatoes	15	14	41,824	36,037	+16	−11
Melons	16	N/A	41,446	N/A	N/A	N/A
Lettuce	17	15	40,878	35,632	+15	+12
Plums	18	22	39,543	23,833	+66	+1
Flowers & Nursery	19	17	32,459	29,005	+12	−13
Dairy	20	21	31,294	24,285	+29	−26
Onions	21	18	28,405	28,487	0	−1
Dry Beans	22	19	25,962	26,516	−2	+9
Sweet Cherries	23	N/A	24,071	N/A	N/A	N/A
Grapefruit	24	16	23,648	29,385	−20	+6
Avocados	25	34	23,495	14,064	+67	−46
Kiwifruit	26	33	21,649	14,805	+46	−18
Broccoli	27	23	21,196	23,245	−9	+24
Chicken & Eggs	28	27	21,090	20,929	+1	+26
Celery	29	26	20,018	22,039	−9	+6
Asparagus	30	30	17,590	15,568	+13	+7
Safflower	31	28	15,888	18,668	−15	−15
Potatoes	32	32	14,431	15,164	−5	+58
Remaining Estimated Commodities (See Table 5)			115,750	143,459		
All Other Commodities (See Table 8)			423,146	363,341		
TOTAL			3,336,844	2,838,483	+18	0

Table 2 Highlights

California's Agricultural Export Profile, 1987

Emphasizes the importance of international trade to California's ranchers and growers

- Each commodity's exports are valued at the farm level and compared to estimates of State production.
- The percentage going into international trade ranges from less than 1% of the barley growing in California to 62% of the cotton.
- Cotton, prunes and almonds are the only California agricultural products with over one-half of total crop value derived from exports in 1987.
- In 19 crops, California produces more than 90% of the U.S. exports.
- California leads the Nation in agricultural exports as well as in total agricultural production.
- The Golden State's part of the National agricultural export total rose eight-tenths of one percent in 1987. This shows California's exports were increasing relative to other states' exports.
- California produced its 1987 agricultural exports on 8.5 % more acres than 1986. An increase in exports of high value crops (almonds, grapes, walnuts, prunes, strawberries) made possible the 18 percent value increase. Concurrently, the acreage increase was about half that amount.
- The 1.8 million acres used to produce exports represents 21.8 percent of the total acreage harvested; a two percent increase over 1986. This is estimated using State average yields and does not make allowances for land used to produce feed for livestock and livestock products that are exported.

California's leading exports

Cotton Exports of cotton increased 43 percent in value between 1986 and 1987. Increased prices to growers were made possible by export assistance that made up the difference with the world price. Export promotion helped restore demand, especially for California's high quality, longer staple fiber.

Almonds An 11 percent increase in value of almond exports brings this leading California specialty crop to a new record. A large almond crop in 1986 provided a need to continue the steady export gains that have nearly doubled the 1982 low. New products such as a popular Japanese snack pack of slivered almonds and dried fish have helped expand the market.

Grapes Wine export sales pushed exports of all grapes and grape products up by 20 percent over 1986. A 73 percent gain in wine exports, together with a 17.7 percent increase in raisin sales abroad and a 5.7 percent gain in fresh grape exports creates the significant overall gain.

Oranges Oranges were the only declining commodity among the top seven exports, each of which exceeded $100 million in sales abroad during 1987. California's share of U.S. exports declined from 89 percent to 87 percent showing the effects of increased competition from Florida. Increasing competition from other countries has reduced the total U.S. exports as well.

Walnuts A substantial 27 percent gain in value of exports brought them into the top five list for the first time. Both the devaluation of the dollar and intensified promotion have made this possible.

Table 2

California's Agricultural Export Profile, 1987

Commodity	*Farm Value of Exports Compared to Total Production Value*	*CA Export Value Compared To U.S. Export Value at Port of Embarcation*	*Acres Needed To Produce California Exports (Average Yields)*
	Percentage		*Acres*
Field Crops			
Alfalfa Seed	18.8	43.6	12,722
Alfalfa Hay	6.3	40.7	59,254
Barley	0.4	0.2	1,318
Cotton Lint	62.4	47.6	710,443
Cottonseed	12.6	20.3	
Dry Beans	32.3	61.0	54,203
Rice	42.9	18.5	103,779
Safflower	44.0	81.0	38,760
Wheat	36.4	2.1	195,711
Fruits and Nuts			
Almonds	61.0	100.0	250,000
Apricots	12.1	96.9	4,707
Avocados	20.3	*	5,014
Dates	21.1	100.0	1,188
Figs	3.5	100.0	667
Grapes			
Fresh	30.1	96.0	19,588
Raisins	15.5	100.0	43,608
Crushed and Canned	3.7	77.5	13,694
Grapefruit	26.6	14.0	3,836
Kiwifruit	48.6	100.0	2,719
Lemons	30.3	81.0	7,769
Olives	2.5	100.0	1,706
Oranges	21.6	87.0	27,776
Peaches			
Freestone	8.9	*	3,398
Clingstone	3.8	100.0	1,040
Pears	6.1	49.9	738
Pistachios	13.9	100.0	6,667
Plums	20.2	98.4	7,680
Prunes	51.3	100.0	19,935
Tangerines	10.8	32.0	567
Walnuts	45.0	100.0	81,000
Vegetables			
Asparagus	13.2	79.8	5,033
Broccoli	10.5	95.6	8,458
Carrots	4.8	56.6	3,208
Cauliflower	9.3	90.9	4,252
Celery	9.1	86.3	1,914
Garlic	13.9	92.8	2,247
Lettuce	7.0	78.3	10,442
Melons	8.8	*	11,468
Onions	7.7	54.9	1,957
Bell Peppers	4.6	31.0	764
Potatoes	4.1	43.3	2,068
Strawberries	7.7	90.8	1,190
Tomatoes			
Fresh	8.9	30.2	2,316
Processing	1.5	87.7	3,195

Table 2 (cont'd)

California's Agricultural Export Profile, 1987

Commodity	***Farm Value of Exports Compared to Total Production Value***	***CA Export Value Compared To U.S. Export Value at Port of Embarcation***	***Acres Needed To Produce California Exports (Average Yields)***
	Percentage		*Acres*
Nursery Products			
Flowers and Plants	2.2	42.9	—
Vegetable Seeds	N/A	40.3	25,470
Livestock and Poultry			
Beef Cattle and Products	2.5	3.9	
Dairy Products	1.4	3.8	
Sheep	3.1	16.0	
Chickens and Eggs	3.4	4.2	
Turkeys	1.5	23.5	
TOTAL, ALL CATEGORIES			1,763,469

* *Not calculated, see Table 5.*

Table 3 Highlights

Comparison of California's Agricultural Production with Estimated Exports

- The farmgate value of exports is shown in Table 3 and is compared to total State production as estimated by the California Agricultural Statistics Service or the Summary of California County Agricultural Commissioners' Reports. This comparison is made using quantities exported based on State average prices and varies significantly from the value declared at the port of embarcation used in Table 1. In some products, the high quality selection process and special packing required for overseas markets augments the value considerably.
- A comparison of California to U.S. exports is computed on the same basis: valuing exported quantities at National average farmgate prices.
- Calendar year export data do not coincide with the varying harvest periods and marketing years of California's diverse production. In noted cases, the comparison of exports to production is made with the previous calendar year's crop since considerable delay is encountered in shipping products harvested late in the year.

FRUIT AND NUT CROPS

- Almonds continue to dominate the export list in fruits and nuts; their farm value is 3.7 times the next largest fruit and nut commodity.
- Walnuts showed a significant 15.7 percent gain in export volume. Higher prices helped to increase sales value considerably more than volume. They now are export leaders along with lemons, raisins and prunes.
- Raisins showed a substantial doubling of export volume but due to lower prices the value increased only one-third.
- Wine exports increased 73 percent between 1986 and 1987 to become an over $50 million item, thereby contributing to the overall positive attitude of the wine industry.
- Avocados recorded a doubling of exports with volume gaining faster than value. This was the result of lower prices for the large 1986–87 crop.
- Kiwifruit, in contrast to avocados, recorded much larger gains in value (+94 percent) than in volume (+53 percent) showing the influence of higher prices.
- Prunes registered a comeback in exports with 1987 volume increasing 118 percent over 1986. Lower prices reduced the value gain but prunes still managed to climb the commodity list to seventh place.
- Neither fresh nor canned peaches were able to hold their export market when 1986 is compared to 1987.

FIELD CROPS

- The gain in cotton volume and value overshadows all other commodities when 1987 is compared to 1986. Cotton lint showed a 27.1 percent gain in volume and the value increased by 43.1 percent. This revival of cotton marketing abroad is the result of many influences including the devalued dollar, government supports for export prices and support for cotton promotion. The increased value of cotton exported nearly equals the value of all other field crop exports combined.
- Wheat exports have made the largest percentage gain from one year to the next. This is a result of revived sales from a disastrous year in 1986 when very little California wheat was sold abroad.
- Alfalfa seed sales were reduced (−39.1 percent) but reflect a return to more normal levels after larger than usual sales in 1986 to Saudi Arabia.
- Rice export value revived somewhat as a result of government supports for concessional rice export sales but do not reflect market developments that can be counted on in years ahead.
- Alfalfa hay exports declined due to competition from lower cost growers in other western states. Most of the hay is purchased by Japanese buyers who are going to Nevada, Utah and other western sources for lower-cost supplies of dietary fiber for the dairy cows.

VEGETABLES, FLOWERS, AND BERRIES

- Asparagus exports gained 30 percent in volume from 1986 to 1987 showing a steady growth in the market for this specialty item, especially in Japan.
- Broccoli, carrots and cauliflower each decreased 12–16 percent in value exported. The dependance on the Canadian market and competition from Mexico are affecting this export total.
- Lettuce is the leading fresh vegetable export and continued to gain in value while changing little in volume when 1986 is compared to 1987.
- Strawberries retained their gains and added an additional 23 percent in volume, showing good signs of a continually growing demand for this high value product.
- Fresh tomato export value rose 14.9 percent in value compared to processed gains of 2.9 percent.
- Melons have been expanding but this is the first year that cantaloups and watermelons have been added together with the "other" melon classification that includes mostly honeydews. Together they now are 16th on the list of exports and at the farm level about 8.8 percent of the crop is going to other countries.

LIVESTOCK AND POULTRY

- The valuations assigned to dairy products donated to foreign nutrition programs from U.S. government stockpiles do not reflect their market value.
- Beef exports expanded by over one-fourth and most of the increase was in fresh and frozen cuts and live cattle not for breeding. The latter is enhanced by an arrangement for shipping American heifers live to Japan by air for slaughter there. Hides and tallow increased less but still account for more than half of the total value of beef exports.
- While the farm-level values of chicken exports were down in 1987, turkey exports expanded by 12.6 percent.

Table 3

California's Principal Crop and Livestock Commodities Estimated Farm Value of Production and Comparable Farm Value of Exports with Comparison to U.S. Total, 1987

Commodity	Unit	California Total Quantity		California Farm Value		Exported Share of Production (Farmgate Value)	
		Production	Exports	Production	Exports	California	U.S.
		000 Units		000 Dollars		Percent	
Field Crops							
Alfalfa Seed	Lbs	40,541	7,633	43,784	8,244	18.8	n/a
Alfalfa Hay	S/Tons	7,705	397	616,400	38,669	6.3	0.8
Barley	Bu	15,300	67	32,895	141	0.4	27.6
Cotton Lint [1]	Rba	2,989	1,796	988,368	616,283	62.4	30.3
Cottonseed [2]	S/Tons	1,152	142	107,436	13,507	12.6	13.2
Dry Beans	Cwt	3,118	1,006	79,821	25,760	32.3	6.9
Rice [1]	Cwt	26,057	7,991	173,938	74,691	42.9	45.5
Safflower [2]	S/Tons	121	50	26,577	11,103	44.0	n/a
Wheat [2]	Bu	84,062	14,874	118,019	42,992	36.4	55.4
Fruits and Nuts							
Almonds [2]	S/Tons	220	135	555,602	339,232	61.0	61.0
Apricots	S/Tons	100	12.1	33,451	4,040	12.1	11.1
Avocados	S/Tons	276	18.5	91,356	18,523	20.3	11.5
Dates [1]	S/Tons	19	4.3	15,652	3,305	21.1	21.1
Figs	S/Tons	49	1.7	15,313	529	3.5	3.5
Grapes: All Fresh	S/Tons	500	114	215,240	64,779	30.1	17.0
All Raisins [1]	S/Tons	1,180	375	204,154	77,657	15.5	15.5
All Processed [1]	S/Tons	2,055	86	491,825	18,187	3.7	3.7
Grapefruit—64 # Boxes	Box	9,100	1,741	59,127	15,711	26.6	41.2
Kiwifruit [1]	S/Tons	24	11.8	24,102	12,155	48.6	50.4
Lemons—76 # Boxes	Box	21,500	3,457	152,890	46,256	30.3	14.9
Olives [1]	S/Tons	112	3.6	32,170	809	2.5	2.5
Oranges—75 # Boxes	Box	42,500	9,388	422,520	91,067	21.6	8.0
Peaches: Freestone [3]	S/Tons	346	35	133,784	11,865	8.9	6.6
Clingstone	S/tons	451	18	95,612	3,602	3.8	8.1
Pears	S/Tons	338	11	64,747	3,941	6.1	6.4
Pistachios [1]	S/Tons	27	5.2	79,510	11,069	13.9	13.9
Plums	S/tons	245	49	75,361	15,240	20.2	21.1
Prunes	S/Tons	230	61	81,081	41,571	51.3	51.3
Tangerines—75 # Boxes	Box	2,232	149	25,356	2,741	10.8	14.8
Walnuts [1]	S/Tons	180	81	194,400	87,501	45.0	45.0
Vegetable Crops							
Asparagus	Cwt	1,191	151	74,746	9,847	13.2	10.5
Broccoli	Cwt	10,330	812	163,103	17,126	10.5	9.9
Carrots	Cwt	13,015	600	128,731	6,115	4.8	4.8
Cauliflower	Cwt	5,877	489	149,205	13,941	9.3	8.9
Celery	Cwt	12,780	1,160	136,289	12,365	9.1	9.3
Garlic	Cwt	2,685	373	49,831	6,914	13.9	n/a
Lettuce	Cwt	38,870	2,715	598,598	41,818	7.0	6.0
Melons	Cwt	17,182	1,789	212,854	18,788	8.8	n/a
Onions	Cwt	12,907	726	129,727	9,944	7.7	5.6
Peppers, Bell	Cwt	3,797	175	70,696	3,260	4.6	n/a
Potatoes	Cwt	18,758	761	159,649	6,587	4.1	0.5
Strawberries	Cwt	8,232	583	407,657	31,329	7.7	6.4
Tomatoes: Fresh	Cwt	8,492	688	188,978	15,297	8.9	7.2
Processed [2]	S/Tons	6,702	100	383,382	5,727	1.5	1.4

Table 3 (cont'd)

California's Principal Crop and Livestock Commodities Estimated Farm Value of Production and Comparable Farm Value of Exports with Comparison to U.S. Total, 1987

Commodity	Unit	California Total Quantity		California Farm Value		Exported Share of Production (Farmgate Value)	
		Production	Exports	Production	Exports	California	U.S.
		000 Units		000 Dollars		Percent	
Nursery Products							
Flowers and Plants		n/a	n/a	1,463,507	32,459	2.2	n/a
Livestock and Poultry							
Beef, Cattle and Calves				1,552,109	38,136	2.5	3.0
Dairy Products				2,084,731	28,873	1.4	2.9
Sheep				94,663	2,962	3.1	3.4
Chickens				654,181	22,396	3.4	3.3
Turkeys				180,081	2,705	1.5	1.0

[1] *1987 exports compared to 1986 crop due to lag in time of sale after harvest.*
[2] *Compared to an average of the 1986 and 1987 crops.*
[3] *Includes nectarines due to joint classification numbers assigned at port of export.*
N/A *Not Available*

Table 4 Highlights

Changes in Value of California Exported Commodities

1980–87

- Changes in value of California's exports of selected leading commodities and total exports over an eight-year period are shown on Table 4.
- The 1987 total value has increased to the 1982 level, reversing a downward trend and launching an expansion period.
- 1981 is still the peak year for value of California's agricultural exports.
- Cotton revived to its 1984–85 level after a disastrous dip in 1986.
- Almonds achieved a record level exceeding the previous high recorded in 1980.
- Grapes increased to a new high with large increases in wine and raisin sales.
- Although oranges dropped, they still remain the most stable of California's agricultural exports.
- Walnut sales abroad reached a new high placing them in the top five exports and more than doubling their 1983 low.
- Strawberries have gained again, reaching a level that is nearly five times their 1981 low.
- Although rice and wheat increased substantially from the 1986 low point, neither has regained much of the record exports of 1981 that were more than four times the current levels.
- Plums increased to three times their 1980 levels.
- Cherries have been added as a separate item since the expansion into the Japanese market was made possible by the lowering of barriers to that market.
- Onion exports have remained stable for three years.

Table 5 Highlights

California's Share of the Nation's Agricultural Exports

- California's estimated agricultural exports for calendar year 1987 are presented in Table 5 on an individual item basis. U.S. total exports of each item are also shown, and the share of the Nation's exports produced in California is calculated using this data.
- California's share of the Nation's exports increased from 10.9 percent to 11.7 percent between 1986 and 1987. While total U.S. agricultural exports advanced 9 percent, California's increase doubled the national rate to an 18 percent gain in one year.
- While California produces just over half the Nation's total fruit and nuts, two-thirds (68 percent) of the exports of these commodities come from the Golden State.
- Nut exports from the U.S. are nearly all (96 percent) produced in California.
- The total U.S. export value is heavily dependent on commodities such as soybeans and tobacco that are not produced in California and on bulk feed grains such as corn, sorghum and barley that are not in surplus supply in California.
- Among the State's crops, there are 31 where more than half of the total exported from the U.S. comes from California. Of these, 9 are exclusively grown in California and include: almonds, dates, figs, raisins, olives, kiwifruit, pistachios, prunes and walnuts.
- To arrive at the estimates in Table 5, each selected commodity was individually studied. For some that are grown only in California, the National export data are sufficient. For others produced outside California, modifications are made using California port data and information from commodity traders and exporters. Additional information on shipments of fruits and vegetables to Canada was obtained from the Canadian government.
- Only when California grown products are not easily identifiable (hides and skins, tallow, meats, and poultry, for example) is the California share of U.S. production used. This system is also used to calculate the "all other" category using factors obtained from the Economic Research Service of the U.S. Department of Agriculture. The factors were calculated for 15 groups of commodities not listed separately in Table 5 and applied to the U.S. totals that are shown in Table 8 of the Statistical Appendix to this bulletin.

Table 4

Changes in Value of California's Exported Commodities, 1980–87

Commodity	1987	1986	1985	1984	1983	1982	1981	1980
	Millions of Dollars							
Cotton Lint	620.0	433.4	617.5	624.7	859.0	897.0	989.3	1,135.6
Almonds	464.9	420.3	400.1	315.5	243.2	236.3	307.3	429.8
Grapes	295.8	245.5	195.1	195.2	212.8	245.5	260.8	230.9
Oranges	181.1	197.2	208.3	217.6	241.7	194.2	204.7	177.1
Walnuts	120.5	94.9	79.5	66.8	48.3	77.8	88.5	83.0
Beef Cattle & Products	110.1	100.6	95.1	99.8	75.5	91.0	86.7	91.8
Prunes	87.9	72.9	64.4	63.7	66.8	71.4	71.3	64.9
Lemons	75.5	78.3	53.8	88.3	95.3	82.2	92.0	93.2
Rice	71.9	54.9	109.2	91.8	150.6	111.1	321.4	318.8
Wheat	69.0	24.4	79.3	115.5	72.9	218.2	315.8	283.1
Strawberries	63.3	55.4	36.0	29.8	28.7	21.2	13.0	16.4
Alfalfa	58.5	82.8	53.8	35.4	48.2	32.2	34.2	42.3
Vegetable Seeds	50.7	47.5	–	–	–	–	–	–
Peaches	44.0	45.7	38.5	42.3	53.2	59.9	74.0	75.4
Tomatoes	41.8	36.0	32.4	36.6	40.1	45.2	50.6	43.8
Melons	41.4	–	–	–	–	–	–	–
Lettuce	40.9	35.6	31.8	40.3	37.2	39.4	36.7	29.7
Plums	39.5	23.8	23.6	22.5	11.9	13.1	14.6	13.3
Flowers and Plants	32.5	29.0	25.7	33.4	17.4	14.9	16.1	13.1
Dairy Cattle & Products	31.3	24.3	33.0	42.4	46.4	38.0	38.9	42.3
Onions	28.4	28.5	28.7	44.8	28.8	29.8	42.4	28.5
Dry Beans	26.0	26.5	24.4	25.3	19.9	36.0	45.7	42.1
Sweet Cherries	24.1	–	–	–	–	–	–	–
Grapefruit	23.6	29.4	27.7	9.1	17.0	17.5	18.4	17.8
Avocados	23.5	14.1	7.6	16.2	10.0	8.9	23.6	–
TOTAL	3,336.8	2,838.5	2,831.4	2,905.0	3,053.2	3,311.3	4,198.2	3,997.8

Table 5

California's Principal Agricultural Exports Compared to U.S. Total 1987

Commodity	*Unit*	*Estimated Exports of California Origin*		*Total U.S. Exports*		*Estimated CA Exports Compared to U.S. Exports* (Value Basis)
		Quantity	Value	Quantity	Value	
		000 Units	*000 $*	*000 Units*	*000 $*	*Percent*
			FIELD CROPS			
Alfalfa						
Alfalfa Hay Cubes	Stn	235	29,405	592	70,624	
Alfalfa Meal, Dehydrated	Stn	1	50	45	4,215	
Alfalfa Meal, Sun Cured	Stn	0	30	8	470	
Hay and Straw	Stn	161	19,773	376	45,827	
Alfalfa Seed, Uncertified	Lb	1,358	1,646	2,981	3,376	
Alfalfa Seed, Certified	Lb	6,275	7,643	14,445	17,914	
SUBTOTAL—ALL ALFALFA			58,547		142,426	41.1
Barley						
Barley, Unmilled	Bu	67	541	138,872	249,399	.2
Cotton						
Cotton: 1" to 1⅛"	Rba	1,976	558,471	4,119	1,176,690	
Cotton: Other > 1⅛"	Rba	174	57,839	349	116,476	
Cotton Linters: Felting Grade	Lb	620	93	2,780	430	
Cotton Linters: Other	Lb	16,294	3,557	49,553	9,589	
SUBTOTAL—ALL COTTON			619,960		1,303,185	47.6
Cottonseed						
Cottonseed	Lb	11,310	1,578	55,713	7,772	
Cottonseed Oil, Crude	Lb	4,290	910	21,133	4,482	
Cottonseed Oil, Once Refined	Lb	39,474	8,180	194,455	40,294	
Cottonseed Oil, Other	Lb	4,577	1,075	22,547	5,294	
Cottonseed Oil, Cake & Meal	Stn	4	435	18	2,141	
Cottonseed Oil, Hydrogenated	Lb	610	259	3,005	1,277	
SUBTOTAL—ALL COTTONSEED			12,437		61,260	20.3
Dry Beans						
Lima Beans	Lb	49,067	11,911	49,067	11,911	
White Beans	Lb	1,704	589	7,582	1,704	
Red Kidney Beans	Lb	10,740	3,024	10,740	3,024	
Blackeye Beans (Cowpeas)	Lb	29,575	8,502	29,575	8,502	
Other Beans	Lb	9,540	1,936	76,316	15,491	
Other Peas (Garbanzos)	Lb	0	0	8,929	1,932	
SUBTOTAL—ALL DRY BEANS			25,962		42,564	61.0
Ladino Clover Seed						
Ladino Clover Seed	Lb	1,643	2,555	1,643	2,555	100.0

Table 5 (cont'd)

California's Principal Agricultural Exports Compared to U.S. Total 1987

Commodity	Unit	Estimated Exports of California Origin		Total U.S. Exports		Estimated CA Exports Compared to U.S. Exports (Value Basis)
		Quantity	Value	Quantity	Value	
		000 Units	000 $	000 Units	000 $	Percent
Rice						
Rice, Paddy or Rough	Lb	61,694	3,274	143,615	7,375	
Rice, Husked, Brown, Long	Lb	378	62	472,259	43,967	
Rice, Husked, Brown, Medium	Lb	62,843	4,370	95,388	7,823	
Rice, Husked, Brown, Short	Lb	782	140	1,609	234	
Rice, Husked, Brown, Mixed	Lb	963	177	2,269	313	
Rice, Parboiled, Other	Lb	569	124	22,666	2,698	
Rice, Milled, Long	Lb	48,706	6,655	2,164,353	224,600	
Rice, Milled, Medium	Lb	593,995	55,066	642,602	62,111	
Rice, Milled, Short	Lb	4,661	776	22,085	2,057	
Rice, Milled, Mixed	Lb	2,013	256	112,051	9,478	
Rice, Milled > 74% Broken	Lb	226	37	143,797	8,731	
Rice, Milled, Other	Lb	8	2	916	34	
Rice, Milled, for Relief	Lb	224	29	200,230	16,555	
Rice Byproducts	Stn	11	884	41	3,070	
SUBTOTAL—ALL RICE			71,852		389,046	18.5
Safflower						
Safflower Seed	Lb	46,158	5,985	69,050	7,809	
Safflower Oil	Lb	24,104	9,903	27,489	11,814	
SUBTOTAL—ALL SAFFLOWER			15,888		19,623	81.0
Wheat						
Wheat, Unmilled, Relief	Bu	0	0	19,059	59,251	
Wheat, Unmilled, Not Relief	Bu	14,874	67,044	1,106,676	2,985,845	
Wheat, Flour, Relief	Cwt	0	0	4,638	19,569	
Wheat, Flour, Not Relief	Cwt	0	0	24,875	171,633	
Wheat, Flour, Durum & Semolina	Cwt	0	0	1,492	11,717	
Wheat, Bulgur, Relief	Cwt	252	1,951	3,226	25,071	
Wheat, Bulgur, Not Relief	Cwt	0	0	106	931	
Wheat, Other NEC	Cwt	0	0	90	224	
Wheat Byproducts	Stn	0	12	12	979	
SUBTOTAL—ALL WHEAT			69,007		3,275,220	2.1
SUBTOTAL—ALL FIELD CROPS			876,749		5,485,278	
		FRUIT AND NUT CROPS				
Almonds						
Almonds, Not Shelled	Lb	10,516	9,734	10,516	9,734	
Almonds, Shelled	Lb	204,684	334,289	204,684	334,289	
Almonds, Prepared/Preserved	Lb	59,478	120,865	59,478	120,865	
SUBTOTAL—ALL ALMONDS			464,888		464,888	100.0

Table 5 (cont'd)

California's Principal Agricultural Exports Compared to U.S. Total 1987

Commodity	*Unit*	*Estimated Exports of California Origin*		*Total U.S. Exports*		*Estimated CA Exports Compared to U.S. Exports* (Value Basis)
		Quantity	Value	Quantity	Value	
		000 Units	*000 $*	*000 Units*	*000 $*	*Percent*
Apricots						
Fresh Apricots (to Canada)	Lb	2,665	1,399	3,055	1,604	
Dried Apricots (incl. Peaches, Nectarines, and Pears)	Lb	2,571	4,464	2,571	4,464	
Apricots, Prepared/Preserved	Lb	1,049	616	1,049	616	
SUBTOTAL—ALL APRICOTS			6,479		6,684	96.9
Avocados						
Fresh Avocados	Lb	37,046	23,495	*	*	1
Dates						
Dried Dates	Lb	8,517	8,023	8,517	8,023	100.0
Figs						
Dried Figs	Lb	1,138	1,051	1,138	1,051	100.0
Grapes						
Fresh	Lb	227,294	103,688	237,396	108,008	
Dried Raisins	Lb	186,643	128,697	186,643	128,697	
Wines, Not Over 14% Alcohol	W/Gal	8,752	45,633	9,127	47,534	
Other Wines from Grapes	W/Gal	1,873	9,187	1,953	9,570	
Other Fermented Alcoholic Beverages	Gal	759	3,517	792	3,664	
Grape Juice, Not Concentrated	Gal	140	216	1,075	1,641	
Grape Juice, Concentrated, Frozen	S/S Gal	227	351	2,326	4,719	
Grape Juice, Concentrated, Not Frozen	S/S Gal	550	907	4,940	11,073	
Canned Mixture (16% Grapes)	Lb	8,018	3,621	8,018	3,621	
SUBTOTAL—ALL GRAPES			295,817		318,527	92.9
Grapefruit						
Fresh Grapefruit	Lb	111,393	23,648	795,662	168,914	14.0
Kiwifruit						
Kiwifruit	Lb	23,601	21,649	23,601	21,649	100.0
Lemons						
Fresh Lemons	Lb	262,742	75,489	324,373	93,196	81.0

Table 5 (cont'd)

California's Principal Agricultural Exports Compared to U.S. Total 1987

Commodity	Unit	Estimated Exports of California Origin		Total U.S. Exports		Estimated CA Exports Compared to U.S. Exports (Value Basis)
		Quantity	Value	Quantity	Value	
		000 Units	000 $	000 Units	000 $	Percent
Olives						
Canned Olives	Lb	2,506	2,064	2,506	2,064	
Other Olives	Lb	1,113	897	1,113	897	
SUBTOTAL—ALL OLIVES			2,961		2,961	100.0
Oranges						
Fresh Oranges	Lb	704,126	181,069	809,340	208,125	87.0
Peaches						
Fresh Peaches & Nectarines	Lb	69,892	20,938	85,244	24,410	
Canned Peaches	Lb	34,241	12,887	34,241	12,887	
Canned Mixtures (45 percent Peaches)	Lb	22,550	10,184	22,550	10,184	
SUBTOTAL—ALL PEACHES			44,009		47,481	92.7
Pears						
Fresh Pears	Lb	21,716	6,126	91,852	19,513	
Canned Pears	Lb	1,329	541	2,490	1,014	
Canned Mixtures (30 percent Pears)	Lb	15,835	7,152	15,835	7,152	
SUBTOTAL—ALL PEARS			13,819		27,679	49.9
Pistachios						
Pistachios, Not Shelled	Lb	5,534	6,563	5,534	6,563	
Pistachios, Shelled	Lb	1,171	1,428	1,171	1,428	
Pistachios, Prepared or Preserved	Lb	1,038	1,976	1,038	1,976	
SUBTOTAL—ALL PISTACHIOS			9,967		9,967	100.0
Plums						
Fresh Plums	Lb	98,958	39,543	108,971	40,202	98.4
Prunes						
Dried Prunes	Lb	121,376	87,913	121,376	87,913	100.0
Sweet Cherries						
Sweet Cherries	Lb	17,691	24,071	46,540	52,595	45.8
Tangerines						
Fresh Tangerines	Lb	11,140	2,741	34,811	8,567	32.0
Walnuts						
Walnuts, Not Shelled or Preserved	Lb	116,836	97,605	116,836	97,605	
Walnuts, Shelled	Lb	16,260	22,884	16,260	22,884	
SUBTOTAL—ALL WALNUTS			120,489		120,489	100.0
SUBTOTAL—ALL FRUITS & NUTS			1,447,121		1,688,911	
VEGETABLES, VEGETABLE SEEDS, MELONS AND BERRIES						
Asparagus						
Fresh Asparagus	Lb	14,683	17,334	18,180	20,439	
Canned Asparagus	Lb	322	256	1,654	1,595	
SUBTOTAL—ALL ASPARAGUS			17,590		22,034	79.8

Table 5 (cont'd)

California's Principal Agricultural Exports Compared to U.S. Total 1987

Commodity	*Unit*	*Estimated Exports of California Origin*		*Total U.S. Exports*		*Estimated CA Exports Compared to U.S. Exports* (Value Basis)
		Quantity	Value	Quantity	Value	
		000 Units	*000 $*	*000 Units*	*000 $*	*Percent*
Broccoli						
Fresh Broccoli	Lb	81,168	21,196	84,550	22,164	95.6
Cabbage						
Fresh Cabbage	Lb	9,811	1,262	11,664	1,396	90.4
Carrots						
Fresh Carrots	Lb	57,883	11,055	95,016	18,437	
Frozen Carrots	Lb	2,140	545	8,344	2,046	
SUBTOTAL—ALL CARROTS			11,600		20,483	56.6
Cauliflower						
Fresh Cauliflower	Lb	48,917	13,150	54,014	14,472	90.9
Celery						
Fresh Celery	Lb	115,990	20,018	167,235	23,207	86.3
Garlic						
Fresh Garlic	Lb	6,269	3,611	7,764	4,322	
Dried Garlic	Lb	7,374	5,554	7,374	5,554	
SUBTOTAL—ALL GARLIC			9,165		9,876	92.8
Lettuce						
Fresh Lettuce	Lb	271,543	40,878	342,876	52,180	78.3
Melons						
Fresh Melons (Honeydews)	Lb	78,749	19,530	86,937	21,367	
Cantaloup	Lb	68,548	14,074	78,502	10,400	
Watermelon	Lb	31,621	7,842	40,239	9,659	
SUBTOTAL—ALL MELONS			41,446		41,426	[1]
Onions						
Fresh Onions	Lb	44,177	5,425	163,861	19,582	
Dried Onions	Lb	26,217	22,980	40,108	32,200	
SUBTOTAL—ALL ONIONS			28,405		51,782	54.9
Peppers						
Fresh Peppers	Lb	17,525	3,563	67,741	11,505	31.0
Potatoes						
Fresh Potatoes	Lb	76,153	14,431	171,588	32,535	
Potatoes for Seed	Lb	0	0	12,125	807	
SUBTOTAL—ALL POTATOES			14,431		33,342	43.3

Table 5 (cont'd)

California's Principal Agricultural Exports Compared to U.S. Total 1987

Commodity	Unit	Estimated Exports of California Origin		Total U.S. Exports		Estimated CA Exports Compared to U.S. Exports (Value Basis)
		Quantity	Value	Quantity	Value	
		000 Units	000 $	000 Units	000 $	Percent
Strawberries						
Fresh Strawberries	Lb	50,327	58,759	54,590	63,604	
Frozen Strawberries	Lb	8,013	4,502	10,821	6,080	
SUBTOTAL—ALL STRAWBERRIES			63,261		69,684	90.8
Tomatoes						
Fresh Tomatoes	Lb	68,751	19,809	226,687	65,593	
Canned Tomato Pulp (Puree)	Lb	2,198	923	2,506	1,052	
Canned Tomato Sauce (Ex. Chili)	Lb	5,682	2,009	6,479	2,291	
Canned Tomato Paste	Lb	17,926	6,771	20,440	7,721	
Canned Other Tomatoes	Lb	7,051	1,864	8,040	2,125	
Tomato Juice and Vegetable Juice (> 70 percent Tomato)	Gal	1,238	2,950	1,412	3,364	
Catsup and Chili Sauce	Lb	20,566	7,498	23,450	8,550	
SUBTOTAL—ALL TOMATOES			41,824		90,696	46.1
Nursery Products						
Cut Flowers	–		2,136		4,811	
Other Cut Plant Materials	–		11,103		25,006	
Bulbs, Roots, Corms, Etc.	–		1,116		3,614	
Fruit and Nut Plants	–		2,940		6,819	
Rose Plants	–		1,532		3,064	
Nursery Stocks, N.S.P.F.	–		5,984		23,839	
Flower Seeds	Lb		7,648		8,498	
SUBTOTAL—ALL FLOWERS AND PLANTS			32,459		75,651	42.9
Vegetable seeds						
Carrot Seed	Lb	182	693	1,643	3,572	
Onion Seed	Lb	390	2,384	927	5,397	
Pepper Seed	Lb	13	89	459	1,331	
Radish Seed	Lb	241	363	4,314	5,866	
Spinach Seed	Lb	118	112	2,516	2,703	
Cantaloup Seed	Lb	61	276	275	1,667	
Cucumber Seed	Lb	252	1,244	736	4,109	
Lettuce Seed	Lb	102	671	207	1,172	
Squash Seed	Lb	78	411	796	2,365	
Tomato Seed	Lb	176	1,557	595	5,043	
Watermelon Seed	Lb	728	2,281	1,316	4,352	
Veg. Seed N.S.P.F.	Lb	6,702	28,772	19,356	55,217	
Seeds N.S.P.F.	Lb	5,140	11,823	35,871	33,071	
SUBTOTAL—ALL VEGETABLE SEEDS			50,676		125,865	40.3
SUBTOTAL—ALL VEGETABLES, NURSERY PRODUCTS, SEEDS, MELONS AND BERRIES			410,924		665,763	

Table 5 (cont'd)

California's Principal Agricultural Exports Compared to U.S. Total 1987

Commodity	Unit	Estimated Exports of California Origin		Total U.S. Exports		Estimated CA Exports Compared to U.S. Exports (Value Basis)
		Quantity	Value	Quantity	Value	
		000 Units	000 $	000 Units	000 $	Percent
LIVESTOCK AND POULTRY						
Beef, Cattle and Products						
Beef Bulls, for Breeding	No	0	130	11	10,247	
Beef Females, for Breeding	No	0	146	9	9,034	
Cattle, Not for Breeding	No	1	1,224	62	32,813	
Beef, Fresh or Frozen, with Bone	Lb	4,827	3,463	115,082	82,554	
Beef, Fresh or Frozen, w/o Bone	Lb	13,413	26,811	319,794	639,247	
Veal, Fresh or Frozen	Lb	270	282	6,439	6,712	
Beef Tongues, Fresh or Frozen	Lb	2,859	3,708	68,163	88,396	
Beef Livers, Fresh or Frozen	Lb	4,078	1,402	97,223	33,422	
Other Beef Offal	Lb	9,915	7,651	236,397	182,429	
Veal Offal	Lb	53	51	1,272	1,218	
Beef, Excluding Carcass	Lb	621	1,080	14,811	25,739	
Veal, Excluding Carcass	Lb	11	32	256	755	
Beef and Veal, Canned	Lb	61	58	1,448	1,385	
Beef and Veal, Otherwise Prepared	Lb	305	620	7,270	14,779	
Whole Cattle Hides	Pc	879	47,924	23,953	1,306,209	
Whole Calf Skins	Pc	80	1,002	2,191	27,318	
Cut Cattle Hides/Spec. Cuts	Pc	11	204	306	5,572	
Other Cut Cattle Hides	Lb	2,789	584	76,019	15,923	
Tallow, Edible	Lb	2,349	415	64,037	11,299	
Tallow, Inedible	Lb	86,691	13,297	2,362,812	362,428	
SUBTOTAL—ALL CATTLE & PRODUCTS			110,084		2,857,479	3.9
Dairy, Cattle and Products						
Dairy Bulls, for Breeding	No	0	65	6	11,875	
Dairy Females, for Breeding	No	3	3,151	42	41,262	
Fluid Milk and Cream	Gal	284	894	2,107	5,584	
Evap. Milk and Cream, Evap. Milk and Cream, Canned	Lb	561	318	2,706	1,210	
Condensed Milk and Cream, Canned	Lb	194	56	2,069	803	
Evap. or Cond. Milk and Cream, Bulk	Lb	71	23	401	138	
Nonfat Dry Milk, Relief	Lb	10,643	3,086	279,647	75,009	
Nonfat Dry Milk, Not Relief	Lb	25,964	8,119	379,042	123,659	
Other Dried Milk and Cream	Lb	724	375	8,744	4,681	
Butter	Lb	189	186	16,473	8,411	
Cheddar Cheese	Lb	202	334	6,578	4,589	
Am. Type Cheeses, Excl. Cheddar	Lb	1,326	1,364	29,038	20,469	
All Other Cheeses	Lb	526	730	7,505	10,668	
Infant's Dried Milk Base Supplement	Lb	298	559	11,856	16,522	
Other Dried Milk Base/Diet Supplement	Lb	572	922	5,134	7,651	
Ice Cream	Gal	1,991	4,436	2,772	6,238	
Milk Products, NEC	—	0	1,137	0	5,375	

Table 5 (cont'd)

California's Principal Agricultural Exports Compared to U.S. Total 1987

Commodity	Unit	Estimated Exports of California Origin		Total U.S. Exports		Estimated CA Exports Compared to U.S. Exports (Value Basis)
		Quantity	Value	Quantity	Value	
		000 Units	000 $	000 Units	000 $	Percent
Whey, Fluid	Gal	0	0	35	195	
Whey, Dried	Lb	17,142	5,398	64,431	20,593	
Yogurt and Fermented Milk	Lb	289	141	2,275	1,267	
SUBTOTAL—ALL DAIRY CATTLE AND PRODUCTS			31,294		366,199	8.5
Sheep						
Sheep, Live	No	7	383	42	2,395	
Sheep/Lamb Meat, Fresh or Frozen	Lb	235	438	1,472	2,739	
Sheep and Lamb Offal	Lb	1,435	845	8,971	5,287	
Whole Skins, Sheep, Lambs, with Wool	No	301	2,848	1,885	17,812	
Sheep, Lamb Skins w/o Wool	No	894	3,799	5,588	23,755	
SUBTOTAL—ALL SHEEP, LAMB AND PRODUCTS			8,313		51,988	16.0
Horses						
Horses for Breeding (actual no.)	No	38	4,101	3,345	79,546	
Horses, NSPF, Live (actual no.)	No	0	0	17,703	134,424	
SUBTOTAL—HORSES			4,101		213,970	1.9
Chickens						
Chickens for Breeding	No	53	168	13,937	47,592	
Baby Chicks, Excl. Breeder Stock	No	18	47	14,333	7,494	
Chickens, Fresh/Frozen Whole/Young	Lb	939	578	126,388	66,904	
Other Chickens, Fresh/Frozen, Whole	Lb	88	56	27,548	14,132	
Chicken Parts, Fresh or Frozen	Lb	8,640	4,431	610,463	278,766	
Eggs for Hatching	Doz	148	726	19,023	33,526	
Other Eggs, in Shell	Doz	5,848	3,321	29,558	17,639	
Dried Egg Whites	Lb	2,016	4,876	6,300	13,516	
Dried Whole Eggs	Lb	483	978	2,354	4,133	
Egg Whites, Not Dried	Lb	3,048	1,497	17,534	11,842	
Other Eggs, Not Dried	Lb	6,765	4,412	11,299	7,713	
SUBTOTAL—ALL CHICKENS AND PRODUCTS			21,090		503,257	4.2
Turkeys						
Turkey Poults, Live	No	58	54	1,051	979	
Whole Turkeys, Fresh or Frozen	Lb	2,765	1,842	7,868	5,564	
Turkey Parts, Fresh or Frozen	Lb	5,266	2,126	25,299	10,538	
SUBTOTAL—ALL TURKEYS AND PRODUCTS			4,022		17,081	23.5
SUBTOTAL—ALL LIVESTOCK			178,904		4,009,974	
TOTAL—PRINCIPAL COMMODITIES			2,734,794		7,839,952	
TOTAL—ALL OTHER COMMODITIES			423,146			
TOTAL—ALL AGRICULTURAL EXPORTS			3,336,844		28,637,000	11.7

[1]*Canadian data exceeds U.S.—discrepancy has not been resolved.*

Data Guidelines

- Because data sources often differ in what is included or excluded, various export studies may report different numbers depending on the items and trade patterns included.
- The California Agricultural Statistics Service and the U.S. Department of Commerce are constantly updating and revising data. The most recent available revision was used at the time of the assembly of this report: June–September, 1988.
- Shipments under the federal Agricultural Trade Development Assistance Act and Act for International Development are included.
- Agricultural commodities in this report consist of nonmarine food products and agricultural products that have not passed through complex manufacturing processes. This includes raw hides and skins, vegetable and animal fats and olives, and unrefined wines.

Data Not Included

- Manufactured items such as textiles, boots and shoes, baked goods and distilled alcoholic beverages are not included.
- Shipments between the 50 states, Puerto Rico and U.S. island possessions (Virgin Islands, Guam, etc).
- Shipments in transit from one country to another through the U.S.
- Shipments to U.S. Armed Forces and Diplomatic Missions abroad for their own use.

California Agricultural Export Market Development Program

The program is a result of the sharp decline in the State's agricultural exports and became effective January 1, 1986 when Assembly Bill 1423 became law. It encourages and promotes the sale of California's agricultural products in foreign markets by providing $2.1 million through June 1986, and calls for an annual appropriation of $5 million each succeeding year through 1990.

The California program provides individual firms and commodity groups involved in exporting California agricultural products the opportunity to apply for matching State funds to promote their products directly in the international marketplace. It is a positive step to help agriculture meet the demands of the fiercely competitive and protective world market and is the first "cooperator" program instituted by any state.

Those interested in applying for matching funds for export promotion should contact the Export Promotion Program, Director's Office, Department of Food and Agriculture, 1220 N Street, Room 104, Sacramento, CA 95814, (916) 322-4339.

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DEPARTMENT OF AGRICULTURE
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